

	January	February	March	April	May	June	July	August	Sept	Oct	Nov	Dec	Annual
<b>Total Sales/Revenue</b>	480,794.77	535,975.61	442,600.83	488,965.75	505,373.01	505,000.00	515,000.00	545,000.00	545,000.00	565,000.00	565,000.00	515,000.00	<b>\$6,208,709.97</b>
<b>Cost of Goods Sold</b>	288,476.86	321,585.37	246,527.29	249,635.83	263,311.29	277,750.00	283,250.00	299,750.00	299,750.00	310,750.00	310,750.00	283,250.00	<b>\$3,434,786.64</b>
<b>Gross Profit</b>	192,317.91	214,390.24	196,073.54	246,889.02	241,688.71	227,250.00	231,750.00	245,250.00	245,250.00	254,250.00	254,250.00	231,750.00	<b>\$2,781,109.42</b>
<b>Expense</b>													
<b>Adveristing</b>	1,001.68	4,076.27	\$7,037.54	\$1,589.20	\$758.70	\$829.80	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	<b>\$22,493.19</b>
<b>Auto/Truck</b>	3,942.02	2,457.71	\$2,692.37	\$7,025.30	\$6,108.37	\$3,762.16	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	<b>\$49,987.93</b>
<b>Auto Lease</b>	2,867.91	1,703.13	\$1,278.13	\$2,556.27	\$2,105.00	\$1,278.14	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	<b>\$20,788.58</b>
<b>Bank Fee</b>	293.39	672.70	\$246.00	\$261.68	\$211.00	\$339.50	\$400.00	\$400.00	\$400.00	\$400.00	\$400.00	\$400.00	<b>\$4,424.27</b>
<b>Building Exp</b>	180.27	2,081.15	\$1,643.28	\$1,135.30	\$552.72	\$154.04	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	<b>\$8,746.76</b>
<b>Commission</b>	12,767.12	10,412.18	\$12,247.51	\$12,500.00	\$11,500.00	\$13,488.31	\$14,800.00	\$15,000.00	\$15,000.00	\$15,000.00	\$15,000.00	\$15,000.00	<b>\$162,715.12</b>
<b>Computer/Internet</b>	3,071.84	3,581.75	\$2,788.62	\$2,686.49	\$2,586.72	\$2,410.43	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	<b>\$32,125.85</b>
<b>Credit Card Fee</b>	1,028.68	1,991.94	\$1,636.96	\$1,469.15	\$3,207.27	\$1,615.89	\$1,900.00	\$1,900.00	\$1,900.00	\$1,900.00	\$1,900.00	\$1,900.00	<b>\$22,349.89</b>
<b>Insurance Expense</b>	7,231.05	13,111.54	\$3,354.16	\$7,711.13	\$7,623.38	\$6,907.83	\$8,000.00	\$8,000.00	\$8,000.00	\$8,000.00	\$8,000.00	\$8,000.00	<b>\$93,939.09</b>
<b>Meals &amp; Entertainment</b>	813.07	341.07	\$1,761.90	\$421.73	\$7,045.22	\$188.82	\$800.00	\$800.00	\$800.00	\$1,200.00	\$1,200.00	\$1,200.00	<b>\$16,571.81</b>
<b>Payroll Expenses</b>	83,510.18	75,088.09	\$80,492.28	\$76,776.66	\$108,521.43	\$89,616.17	\$90,000.00	\$93,000.00	\$93,000.00	\$93,000.00	\$93,000.00	\$93,000.00	<b>\$1,069,004.81</b>
<b>Printing and Reproduction</b>	8,799.82	8,810.00	\$2,515.90	\$21,755.30	\$5,711.32	\$11,467.99	\$8,000.00	\$8,000.00	\$8,000.00	\$8,000.00	\$8,000.00	\$8,000.00	<b>\$107,060.33</b>
<b>Professional Fees</b>	2,000.00	2,000.00	\$2,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,000.00	\$2,000.00	\$1,000.00	\$1,000.00	\$1,000.00	<b>\$12,000.00</b>
<b>Repairs and Maintenance</b>	2,469.24	9,687.49	\$5,128.42	\$3,726.61	\$2,562.39	\$1,755.03	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	<b>\$36,019.26</b>
<b>Shipping / Freight</b>	33,686.37	32,069.22	\$12,668.51	\$46,731.69	\$32,924.21	\$49,580.72	\$42,000.00	\$45,000.00	\$45,000.00	\$48,000.00	\$48,000.00	\$45,000.00	<b>\$480,660.72</b>
<b>Show Booth</b>	0.00	2,195.03	\$3,971.52	\$0.00	\$0.00	\$0.00	\$0.00	\$7,000.00	\$0.00	\$0.00	\$0.00	\$0.00	<b>\$13,166.55</b>
<b>Telephone Expense</b>	1,303.39	1,261.74	\$1,261.74	\$1,097.04	\$1,437.47	\$291.53	\$1,300.00	\$1,300.00	\$1,300.00	\$1,300.00	\$1,300.00	\$1,300.00	<b>\$14,452.91</b>
<b>Travel Expense</b>	462.84	195.79	\$7,338.03	\$1,445.00	\$2,255.43	\$1,626.99	\$1,800.00	\$6,000.00	\$1,800.00	\$1,800.00	\$1,800.00	\$1,800.00	<b>\$28,324.08</b>
<b>Utilities</b>	4,208.11	1,619.66	\$7,656.96	\$3,023.04	\$3,144.93	\$2,989.04	\$4,000.00	\$4,000.00	\$4,800.00	\$4,800.00	\$4,800.00	\$4,800.00	<b>\$49,841.74</b>
<b>Warehouse Supplies</b>	11,477.77	17,163.52	\$13,560.69	\$22,006.70	\$14,145.27	\$12,805.61	\$15,000.00	\$15,000.00	\$15,000.00	\$15,000.00	\$15,000.00	\$15,000.00	<b>\$181,159.56</b>
<b>Total Exp</b>	181,114.75	190,519.98	\$171,280.52	\$213,918.29	\$212,400.83	\$201,108.00	\$199,481.68	\$217,881.68	\$208,481.68	\$210,881.68	\$210,881.68	\$207,881.68	<b>\$2,425,832.45</b>
<b>Net Profit</b>	\$11,203.16	\$23,870.26	\$24,793.02	\$32,970.73	\$29,287.88	\$26,142.00	\$32,268.32	\$27,368.32	\$36,768.32	\$43,368.32	\$43,368.32	\$23,868.32	<b>\$355,276.97</b>

	January	February	March	April	May	June	July	August	Sept	Oct	Nov	Dec	Annual
<b>Total Sales/Revenue</b>	\$530,500.00	\$564,184.85	\$505,165.33	\$514,700.78	\$552,631.75	\$531,578.94	\$542,105.26	\$552,631.57	\$573,684.21	\$573,684.21	\$573,684.21	\$542,105.26	\$6,556,656.37
<b>Total Income</b>	\$530,500.00	\$564,184.85	\$505,165.33	\$514,700.78	\$552,631.75	\$531,578.94	\$542,105.26	\$552,631.57	\$573,684.21	\$573,684.21	\$573,684.21	\$542,105.26	\$6,556,656.37
<b>Cost Goods</b>	\$291,775.00	\$310,301.67	\$277,840.93	\$283,085.43	\$303,947.46	\$292,368.42	\$298,157.89	\$303,947.36	\$315,526.32	\$315,526.32	\$315,526.32	\$298,157.89	\$3,606,161.00
<b>Total Cost Goods</b>	\$291,775.00	\$310,301.67	\$277,840.93	\$283,085.43	\$303,947.46	\$292,368.42	\$298,157.89	\$303,947.36	\$315,526.32	\$315,526.32	\$315,526.32	\$298,157.89	\$3,606,161.00
<b>Gross Profit</b>	<u>\$238,725.00</u>	<u>\$253,883.18</u>	<u>\$227,324.40</u>	<u>\$231,615.35</u>	<u>\$248,684.29</u>	<u>\$239,210.52</u>	<u>\$243,947.37</u>	<u>\$248,684.21</u>	<u>\$258,157.89</u>	<u>\$258,157.89</u>	<u>\$258,157.89</u>	<u>\$243,947.37</u>	<u>\$2,950,495.37</u>
<b>Expense</b>													
<b>Adveristing</b>	\$1,400.00	\$1,400.00	\$1,400.00	\$1,400.00	\$1,400.00	\$1,400.00	\$1,400.00	\$1,400.00	\$1,400.00	\$1,400.00	\$1,400.00	\$1,400.00	\$16,800.00
<b>Auto/Truck</b>	\$4,200.00	\$4,200.00	\$4,200.00	\$4,200.00	\$4,200.00	\$4,200.00	\$4,200.00	\$4,200.00	\$4,800.00	\$4,800.00	\$4,800.00	\$4,200.00	\$52,200.00
<b>Auto Lease</b>	\$1,700.00	\$1,700.00	\$1,700.00	\$1,700.00	\$1,700.00	\$1,700.00	\$1,700.00	\$1,700.00	\$1,700.00	\$1,700.00	\$1,700.00	\$1,700.00	\$20,400.00
<b>Bank Fee</b>	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$6,000.00
<b>Building Exp</b>	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$6,000.00
<b>Commission</b>	\$15,000.00	\$15,800.00	\$13,000.00	\$13,500.00	\$15,800.00	\$15,500.00	\$15,500.00	\$15,500.00	\$18,000.00	\$18,000.00	\$18,000.00	\$15,000.00	\$188,600.00
<b>Computer/internet</b>	\$2,800.00	\$2,800.00	\$2,800.00	\$2,800.00	\$2,800.00	\$2,800.00	\$2,800.00	\$2,800.00	\$2,800.00	\$2,800.00	\$2,800.00	\$2,800.00	\$33,600.00
<b>Credit Card Fee</b>	\$2,100.00	\$2,100.00	\$2,100.00	\$2,100.00	\$2,100.00	\$2,100.00	\$2,100.00	\$2,100.00	\$2,800.00	\$2,800.00	\$2,800.00	\$2,100.00	\$27,300.00
<b>Insurance Expense</b>	\$9,000.00	\$9,000.00	\$9,000.00	\$9,000.00	\$9,000.00	\$9,000.00	\$9,000.00	\$9,000.00	\$9,000.00	\$9,000.00	\$9,000.00	\$9,000.00	\$108,000.00
<b>Meals &amp; Entertainment</b>	\$1,000.00	\$1,000.00	\$4,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$15,000.00
<b>Payroll Expenses</b>	\$94,000.00	\$95,000.00	\$88,843.26	\$94,000.00	\$95,000.00	\$95,000.00	\$95,000.00	\$95,000.00	\$98,000.00	\$98,000.00	\$98,000.00	\$95,000.00	\$1,140,843.26
<b>Printing and Reproduction</b>	\$8,500.00	\$8,500.00	\$8,500.00	\$8,500.00	\$8,500.00	\$8,500.00	\$8,500.00	\$8,500.00	\$9,500.00	\$9,500.00	\$9,500.00	\$8,500.00	\$105,000.00
<b>Professional Fees</b>	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$6,000.00
<b>Repairs and Maintenance</b>	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$24,000.00
<b>Shipping / Freight</b>	\$42,000.00	\$45,000.00	\$29,612.54	\$42,000.00	\$45,000.00	\$42,000.00	\$42,000.00	\$42,000.00	\$48,000.00	\$48,000.00	\$48,000.00	\$42,000.00	\$515,612.54
<b>Show Booth</b>	\$0.00	\$7,000.00	\$7,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$18,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$32,000.00
<b>Telephone Expense</b>	\$1,400.00	\$1,400.00	\$1,400.00	\$1,400.00	\$1,400.00	\$1,400.00	\$1,400.00	\$1,400.00	\$1,400.00	\$1,400.00	\$1,400.00	\$1,400.00	\$16,800.00
<b>Travel Expense</b>	\$1,800.00	\$3,000.00	\$3,000.00	\$1,800.00	\$1,800.00	\$1,800.00	\$1,800.00	\$1,800.00	\$1,800.00	\$1,800.00	\$1,800.00	\$1,800.00	\$24,000.00
<b>Utilities</b>	\$4,800.00	\$4,800.00	\$4,800.00	\$4,800.00	\$4,800.00	\$4,800.00	\$4,800.00	\$4,800.00	\$4,800.00	\$4,800.00	\$4,800.00	\$4,800.00	\$57,600.00
<b>Warehouse Supplies</b>	\$15,000.00	\$15,000.00	\$15,000.00	\$15,000.00	\$15,000.00	\$15,000.00	\$15,000.00	\$11,000.00	\$16,000.00	\$16,000.00	\$16,000.00	\$14,000.00	\$178,000.00
<b>Total Exp</b>	<u>\$208,200.00</u>	<u>\$221,200.00</u>	<u>\$199,855.80</u>	<u>\$206,700.00</u>	<u>\$213,000.00</u>	<u>\$209,700.00</u>	<u>\$209,700.00</u>	<u>\$223,700.00</u>	<u>\$224,500.00</u>	<u>\$224,500.00</u>	<u>\$224,500.00</u>	<u>\$208,200.00</u>	<u>\$2,573,755.80</u>
<b>Net Profit</b>	\$30,525.00	\$32,683.18	\$27,468.60	\$24,915.35	\$35,684.29	\$29,510.52	\$34,247.37	\$24,984.21	\$33,657.89	\$33,657.89	\$33,657.89	\$35,747.37	\$376,739.57

	January	February	March	April	May	June	July	August	Sept	Oct	Nov	Dec	Annual
Total Sales/Revenue	\$532,736.57	\$593,878.78	\$490,416.43	\$541,790.29	\$581,717.63	\$559,556.77	\$570,637.11	\$581,717.44	\$581,717.44	\$581,717.44	\$581,717.44	\$560,637.30	\$6,758,240.64
Total Income	\$532,736.57	\$593,878.78	\$490,416.43	\$541,790.29	\$581,717.63	\$559,556.77	\$570,637.11	\$581,717.44	\$581,717.44	\$581,717.44	\$581,717.44	\$560,637.30	\$6,758,240.64
Cost Goods	\$293,005.11	\$326,633.33	\$269,729.04	\$297,984.66	\$319,944.70	\$307,756.22	\$313,850.41	\$319,944.59	\$319,944.59	\$319,944.59	\$319,944.59	\$308,350.52	\$3,717,032.35
Total Cost Goods	\$293,005.11	\$326,633.33	\$269,729.04	\$297,984.66	\$319,944.70	\$307,756.22	\$313,850.41	\$319,944.59	\$319,944.59	\$319,944.59	\$319,944.59	\$308,350.52	\$3,717,032.35
Gross Profit	<u>\$239,731.46</u>	<u>\$267,245.45</u>	<u>\$220,687.39</u>	<u>\$243,805.63</u>	<u>\$261,772.93</u>	<u>\$251,800.55</u>	<u>\$256,786.70</u>	<u>\$261,772.85</u>	<u>\$261,772.85</u>	<u>\$261,772.85</u>	<u>\$261,772.85</u>	<u>\$252,286.79</u>	<u>\$3,041,208.29</u>
Expense													
Adveristing	\$1,800.00	\$1,800.00	\$1,800.00	\$1,800.00	\$1,800.00	\$1,800.00	\$1,800.00	\$1,800.00	\$1,800.00	\$1,800.00	\$1,800.00	\$1,800.00	\$21,600.00
Auto/Truck	\$4,400.00	\$4,400.00	\$4,400.00	\$4,400.00	\$4,400.00	\$4,400.00	\$4,400.00	\$4,400.00	\$4,400.00	\$4,400.00	\$4,400.00	\$4,400.00	\$52,800.00
Auto Lease	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$24,000.00
Bank Fee	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$6,000.00
Building Exp	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$6,000.00
Commission	\$15,000.00	\$19,000.00	\$12,260.41	\$15,000.00	\$19,000.00	\$16,000.00	\$16,500.00	\$17,000.00	\$20,000.00	\$20,000.00	\$20,000.00	\$19,000.00	\$208,760.41
Computer/Internet	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	\$36,000.00
Credit Card Fee	\$2,500.00	\$3,000.00	\$2,500.00	\$2,500.00	\$3,000.00	\$2,500.00	\$3,000.00	\$3,000.00	\$3,500.00	\$3,500.00	\$3,500.00	\$3,000.00	\$35,500.00
Insurance Expense	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$120,000.00
Meals & Entertainment	\$1,500.00	\$1,500.00	\$4,000.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$20,500.00
Payroll Expenses	\$95,000.00	\$98,000.00	\$90,000.00	\$95,000.00	\$98,000.00	\$95,000.00	\$95,000.00	\$95,000.00	\$98,000.00	\$98,000.00	\$98,000.00	\$95,000.00	\$1,150,000.00
Printing and Reproduction	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$48,000.00
Professional Fees	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$6,000.00
Repairs and Maintenance	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$24,000.00
Shipping / Freight	\$42,000.00	\$48,000.00	\$29,612.54	\$45,000.00	\$48,000.00	\$45,000.00	\$45,000.00	\$48,000.00	\$48,000.00	\$48,000.00	\$48,000.00	\$45,000.00	\$539,612.54
Show Booth	\$0.00	\$8,000.00	\$8,000.00	\$0.00	\$0.00	\$0.00	\$10,000.00	\$10,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$36,000.00
Telephone Expense	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$18,000.00
Travel Expense	\$1,500.00	\$5,000.00	\$5,000.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$25,000.00
Utilities	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$60,000.00
Warehouse Supplies	\$15,000.00	\$15,000.00	\$12,000.00	\$15,000.00	\$17,000.00	\$17,000.00	\$18,000.00	\$18,000.00	\$20,000.00	\$20,000.00	\$20,000.00	\$18,000.00	\$205,000.00
Total Exp	<u>\$207,700.00</u>	<u>\$232,700.00</u>	<u>\$198,572.95</u>	<u>\$210,700.00</u>	<u>\$223,200.00</u>	<u>\$213,700.00</u>	<u>\$225,700.00</u>	<u>\$229,200.00</u>	<u>\$227,700.00</u>	<u>\$227,700.00</u>	<u>\$227,700.00</u>	<u>\$218,200.00</u>	<u>\$2,642,772.95</u>
Net Profit	\$32,031.46	\$34,545.45	\$22,114.44	\$33,105.63	\$38,572.93	\$38,100.55	\$31,086.70	\$32,572.85	\$34,072.85	\$34,072.85	\$34,072.85	\$34,086.79	\$398,435.34

	January	February	March	April	May	June	July	August	Sept	Oct	Nov	Dec	Annual
<b>Total Sales/Revenue</b>	\$549,212.95	\$602,246.16	\$505,583.94	\$558,546.69	\$599,708.89	\$576,862.64	\$588,285.68	\$599,708.70	\$622,554.75	\$622,554.75	\$622,554.75	\$588,285.68	\$7,036,105.58
<b>Total Income</b>	\$549,212.95	\$602,246.16	\$505,583.94	\$558,546.69	\$599,708.89	\$576,862.64	\$588,285.68	\$599,708.70	\$622,554.75	\$622,554.75	\$622,554.75	\$588,285.68	\$7,036,105.58
<b>Cost Goods</b>	\$307,559.25	\$337,257.85	\$283,127.01	\$312,786.15	\$335,836.98	\$323,043.08	\$329,439.98	\$335,836.87	\$348,630.66	\$348,630.66	\$348,630.66	\$329,439.98	\$3,940,219.12
<b>Total Cost Goods</b>	\$307,559.25	\$337,257.85	\$283,127.01	\$312,786.15	\$335,836.98	\$323,043.08	\$329,439.98	\$335,836.87	\$348,630.66	\$348,630.66	\$348,630.66	\$329,439.98	\$3,940,219.12
<b>Gross Profit</b>	<u>\$241,653.70</u>	<u>\$264,988.31</u>	<u>\$222,456.93</u>	<u>\$245,760.54</u>	<u>\$263,871.91</u>	<u>\$253,819.56</u>	<u>\$258,845.70</u>	<u>\$263,871.83</u>	<u>\$273,924.09</u>	<u>\$273,924.09</u>	<u>\$273,924.09</u>	<u>\$258,845.70</u>	<u>\$3,095,886.46</u>
<b>Expense</b>													
<b>Adveristing</b>	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$48,000.00
<b>Auto/Truck</b>	\$4,500.00	\$4,500.00	\$4,500.00	\$4,500.00	\$4,500.00	\$4,500.00	\$4,500.00	\$4,500.00	\$4,500.00	\$4,500.00	\$4,500.00	\$4,500.00	\$54,000.00
<b>Auto Lease</b>	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$24,000.00
<b>Bank Fee</b>	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$7,200.00
<b>Building Exp</b>	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$6,000.00
<b>Commission</b>	\$15,000.00	\$2,000.00	\$15,000.00	\$15,000.00	\$20,000.00	\$19,000.00	\$19,000.00	\$20,000.00	\$22,000.00	\$22,000.00	\$22,000.00	\$2,000.00	\$193,000.00
<b>Computer/Internet</b>	\$3,200.00	\$3,200.00	\$3,200.00	\$3,200.00	\$3,200.00	\$3,200.00	\$3,200.00	\$3,200.00	\$3,200.00	\$3,200.00	\$3,200.00	\$3,200.00	\$38,400.00
<b>Credit Card Fee</b>	\$2,400.00	\$3,500.00	\$2,400.00	\$2,400.00	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	\$3,800.00	\$3,800.00	\$3,800.00	\$3,500.00	\$39,600.00
<b>Insurance Expense</b>	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$120,000.00
<b>Meals &amp; Entertainment</b>	\$1,800.00	\$1,800.00	\$4,000.00	\$1,800.00	\$1,800.00	\$1,800.00	\$1,800.00	\$1,800.00	\$1,800.00	\$1,800.00	\$1,800.00	\$1,800.00	\$23,800.00
<b>Payroll Expenses</b>	\$95,000.00	\$98,000.00	\$92,397.00	\$95,000.00	\$98,000.00	\$98,000.00	\$98,000.00	\$98,000.00	\$98,000.00	\$98,000.00	\$98,000.00	\$95,000.00	\$1,161,397.00
<b>Printing and Reproduction</b>	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$48,000.00
<b>Professional Fees</b>	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$6,000.00
<b>Repairs and Maintenance</b>	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$24,000.00
<b>Shipping / Freight</b>	\$42,000.00	\$50,000.00	\$31,093.17	\$41,053.83	\$50,000.00	\$45,000.00	\$48,000.00	\$50,000.00	\$50,000.00	\$50,000.00	\$50,000.00	\$50,000.00	\$557,147.00
<b>Show Booth</b>	\$0.00	\$14,000.00		\$0.00	\$0.00	\$0.00	\$0.00	\$9,000.00	\$9,000.00	\$0.00	\$0.00	\$0.00	\$32,000.00
<b>Telephone Expense</b>	\$1,600.00	\$1,600.00	\$1,600.00	\$1,600.00	\$1,600.00	\$1,600.00	\$1,600.00	\$1,600.00	\$1,600.00	\$1,600.00	\$1,600.00	\$1,600.00	\$19,200.00
<b>Travel Expense</b>	\$1,500.00	\$5,000.00	\$5,000.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$25,000.00
<b>Utilities</b>	\$5,200.00	\$5,200.00	\$5,200.00	\$5,200.00	\$5,200.00	\$5,200.00	\$5,200.00	\$5,200.00	\$5,200.00	\$5,200.00	\$5,200.00	\$5,200.00	\$62,400.00
<b>Warehouse Supplies</b>	\$14,000.00	\$18,000.00	\$13,000.00	\$15,000.00	\$15,000.00	\$15,000.00	\$15,000.00	\$15,000.00	\$15,000.00	\$18,000.00	\$18,000.00	\$15,000.00	\$186,000.00
<b>Total Exp</b>	<u>\$209,800.00</u>	<u>\$230,400.00</u>	<u>\$200,990.17</u>	<u>\$209,853.83</u>	<u>\$227,900.00</u>	<u>\$221,900.00</u>	<u>\$224,900.00</u>	<u>\$236,900.00</u>	<u>\$239,200.00</u>	<u>\$233,200.00</u>	<u>\$233,200.00</u>	<u>\$206,900.00</u>	<u>\$2,675,144.00</u>
<b>Net Profit</b>	\$31,853.70	\$34,588.31	\$21,466.76	\$35,906.71	\$35,971.91	\$31,919.56	\$33,945.70	\$26,971.83	\$34,724.09	\$40,724.09	\$40,724.09	\$51,945.70	\$420,742.46

	January	February	March	April	May	June	July	August	Sept	Oct	Nov	Dec	Annual
<b>Total Sales/Revenue</b>	\$565,689.33	\$581,110.39	\$525,872.47	\$575,303.09	\$617,700.15	\$594,168.51	\$605,934.22	\$617,699.96	\$641,231.39	\$641,231.39	\$641,231.39	\$605,934.25	\$7,213,106.54
<b>Total Income</b>	\$565,689.33	\$581,110.39	\$525,872.47	\$575,303.09	\$617,700.15	\$594,168.51	\$605,934.22	\$617,699.96	\$641,231.39	\$641,231.39	\$641,231.39	\$605,934.25	\$7,213,106.54
<b>Cost Goods</b>	\$316,786.02	\$325,421.82	\$294,488.58	\$322,169.73	\$345,912.08	\$332,734.37	\$339,323.16	\$345,911.98	\$359,089.58	\$359,089.58	\$359,089.58	\$339,323.18	\$4,039,339.66
<b>Total Cost Goods</b>	\$316,786.02	\$325,421.82	\$294,488.58	\$322,169.73	\$345,912.08	\$332,734.37	\$339,323.16	\$345,911.98	\$359,089.58	\$359,089.58	\$359,089.58	\$339,323.18	\$4,039,339.66
<b>Gross Profit</b>	<u>\$248,903.31</u>	<u>\$255,688.57</u>	<u>\$231,383.89</u>	<u>\$253,133.36</u>	<u>\$271,788.07</u>	<u>\$261,434.14</u>	<u>\$266,611.06</u>	<u>\$271,787.98</u>	<u>\$282,141.81</u>	<u>\$282,141.81</u>	<u>\$282,141.81</u>	<u>\$266,611.07</u>	<u>\$3,173,766.88</u>
<b>Expense</b>													
<b>Adveristing</b>	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$48,000.00
<b>Auto/Truck</b>	\$4,700.00	\$4,700.00	\$4,700.00	\$4,700.00	\$4,700.00	\$4,700.00	\$4,700.00	\$4,700.00	\$4,700.00	\$4,700.00	\$4,700.00	\$4,700.00	\$56,400.00
<b>Auto Lease</b>	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$30,000.00
<b>Bank Fee</b>	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$7,200.00
<b>Building Exp</b>	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$7,200.00
<b>Commission</b>	\$15,000.00	\$19,000.00	\$11,996.81	\$19,000.00	\$21,000.00	\$20,000.00	\$21,000.00	\$22,000.00	\$24,000.00	\$24,000.00	\$24,000.00	\$20,000.00	\$240,996.81
<b>Computer/Internet</b>	\$3,200.00	\$3,200.00	\$3,200.00	\$3,200.00	\$3,200.00	\$3,200.00	\$3,200.00	\$3,200.00	\$3,200.00	\$3,200.00	\$3,200.00	\$3,200.00	\$38,400.00
<b>Credit Card Fee</b>	\$2,700.00	\$3,500.00	\$2,700.00	\$3,500.00	\$3,800.00	\$3,500.00	\$3,800.00	\$3,800.00	\$3,800.00	\$3,800.00	\$3,800.00	\$3,500.00	\$42,200.00
<b>Insurance Expense</b>	\$11,000.00	\$11,000.00	\$11,000.00	\$11,000.00	\$11,000.00	\$11,000.00	\$11,000.00	\$11,000.00	\$11,000.00	\$11,000.00	\$11,000.00	\$11,000.00	\$132,000.00
<b>Meals &amp; Entertainment</b>	\$1,800.00	\$1,800.00	\$1,800.00	\$1,800.00	\$1,800.00	\$1,800.00	\$1,800.00	\$1,800.00	\$1,800.00	\$1,800.00	\$1,800.00	\$1,800.00	\$21,600.00
<b>Payroll Expenses</b>	\$96,092.88	\$96,092.88	\$96,092.88	\$96,092.88	\$96,092.88	\$96,092.88	\$96,092.88	\$96,092.88	\$96,092.88	\$96,092.88	\$96,092.88	\$96,092.88	\$1,153,114.56
<b>Printing and Reproducti</b>	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$48,000.00
<b>Professional Fees</b>	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$6,000.00
<b>Repairs and Maintenanc</b>	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$21,380.16
<b>Shipping / Freight</b>	\$42,000.00	\$47,112.88	\$32,093.17	\$42,053.83	\$50,000.00	\$50,000.00	\$50,000.00	\$50,000.00	\$50,000.00	\$50,000.00	\$50,000.00	\$45,000.00	\$558,259.88
<b>Show Booth</b>	\$0.00			\$0.00	\$0.00	\$0.00	\$0.00	\$9,000.00	\$9,000.00	\$0.00	\$0.00	\$0.00	\$18,000.00
<b>Telephone Expense</b>	\$1,700.00	\$1,700.00	\$1,700.00	\$1,700.00	\$1,700.00	\$1,700.00	\$1,700.00	\$1,700.00	\$1,700.00	\$1,700.00	\$1,700.00	\$1,700.00	\$20,400.00
<b>Travel Expense</b>	\$1,000.00	\$4,000.00	\$4,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$18,000.00
<b>Utilities</b>	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$60,000.00
<b>Warehouse Supplies</b>	\$15,000.00	\$15,000.00	\$15,000.00	\$18,000.00	\$18,000.00	\$18,000.00	\$18,000.00	\$18,000.00	\$18,000.00	\$18,000.00	\$18,000.00	\$18,000.00	\$207,000.00
<b>Total Exp</b>	<u>\$213,174.56</u>	<u>\$226,087.44</u>	<u>\$203,264.54</u>	<u>\$221,028.39</u>	<u>\$231,274.56</u>	<u>\$229,974.56</u>	<u>\$231,274.56</u>	<u>\$241,274.56</u>	<u>\$243,274.56</u>	<u>\$234,274.56</u>	<u>\$234,274.56</u>	<u>\$224,974.56</u>	<u>\$2,734,151.41</u>
<b>Net Profit</b>	\$35,728.75	\$29,601.13	\$28,119.35	\$32,104.97	\$40,513.51	\$31,459.58	\$35,336.50	\$30,513.42	\$38,867.25	\$47,867.25	\$47,867.25	\$41,636.51	\$439,615.47

	January	February	March	April	May
<b>Total Sales/Revenue</b>	\$506,099.75	\$564,184.85	\$465,895.61	\$514,700.78	\$552,631.75
<b>Total Income</b>	\$506,099.75	\$564,184.85	\$465,895.61	\$514,700.78	\$552,631.75
<b>Total Cost Goods</b>	\$303,659.85	\$338,510.91	\$279,537.37	\$308,820.47	\$331,579.05
<b><u>Gross Profit</u></b>	<u>\$202,439.90</u>	<u>\$225,673.94</u>	<u>\$186,358.24</u>	<u>\$205,880.31</u>	<u>\$221,052.70</u>
<b>Expense</b>					
<b>Adveristing</b>	\$3,800.00	\$3,800.00	\$3,800.00	\$3,800.00	\$3,800.00
<b>Auto/Truck</b>	\$3,200.00	\$3,200.00	\$4,200.00	\$4,200.00	\$4,200.00
<b>Auto Lease</b>	\$1,700.00	\$1,700.00	\$1,700.00	\$1,700.00	\$1,700.00
<b>Bank Fee</b>	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00
<b>Building Exp</b>	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00
<b>Commission</b>	\$12,652.47	\$14,104.42	\$11,647.39	\$12,867.51	\$13,815.79
<b>Computer/internet</b>	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00
<b>Credit Card Fee</b>	\$2,100.00	\$2,100.00	\$2,100.00	\$2,100.00	\$2,100.00
<b>Insurance Expense</b>	\$9,000.00	\$9,000.00	\$9,000.00	\$9,000.00	\$9,000.00
<b>Kay Financial</b>	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00
<b>Meals &amp; Entertainmen</b>	\$1,000.00	\$1,000.00	\$4,000.00	\$1,000.00	\$1,000.00
<b>Payroll Expenses</b>	\$88,843.26	\$88,843.26	\$88,843.26	\$88,843.26	\$88,843.26
<b>Printing and Reprodur</b>	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00
<b>Professional Fees</b>	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00
<b>Repairs and Maintena</b>	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68	\$1,781.68
<b>Shipping / Freight</b>	\$28,000.00	\$39,492.94	\$29,612.54	\$36,029.05	\$38,684.22
<b>Show Booth</b>	\$0.00	\$7,000.00	\$7,000.00	\$0.00	\$0.00
<b>Telephone Expense</b>	\$1,400.00	\$1,400.00	\$1,400.00	\$1,400.00	\$1,400.00
<b>Travel Expense</b>	\$1,000.00	\$4,000.00	\$4,000.00	\$1,000.00	\$1,000.00
<b>Utilities</b>	\$4,800.00	\$4,800.00	\$4,800.00	\$4,800.00	\$4,800.00
<b>Warehouse Supplies</b>	\$11,000.00	\$11,000.00	\$11,000.00	\$11,000.00	\$11,000.00
<b>Total Exp</b>	<u>\$187,477.41</u>	<u>\$210,422.30</u>	<u>\$202,084.87</u>	<u>\$196,721.50</u>	<u>\$200,324.95</u>
<b>Net Profit</b>	\$14,962.49	\$15,251.64	-\$15,726.63	\$9,158.81	\$20,727.75